

APPENDIX A

ADDITIONAL SOURCES OF INFORMATION

REGULATIONS

“Federal Acquisition Regulation”

Available on a subscription basis from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

“DoD Federal Acquisition Regulation Supplement”

Available on a subscription basis from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

MARKETING INFORMATION

“Commerce Business Daily”

A daily list of proposed Federal Government procurements estimated to exceed \$25,000. **Also** contains lists of subcontracting leads, sales of surplus property, and foreign business opportunities. Subscriptions may be made through the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

“U.S. Government Purchasing and Sales Directory”

Provides a listing of products and services bought by all Federal agencies, keyed to the purchasing offices that buy them. Also provides information on Government sales of surplus property. Available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

“Subcontracting Opportunities with DoD Major Prime Contractors”

Provides company name and address, product or service line, and name and telephone number of company's small business liaison officer for DoD prime contractors that have plans and goals (set forth in their prime contracts) for subcontracting with small business and small disadvantaged business concerns. Available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. The DoD reference number is 4205.1-D.

“SBA Small Business Innovation Research Pre-Solicitation Announcement”

Quarterly, the SBA publishes a list of topics on research sought by all major Government agencies. This list includes the name, address, and telephone numbers of agency contact points for the program and the estimated dates when solicitation will be issued and proposals required, together with the estimated number and average amounts of awards planned for that fiscal year. **Pre-Solicitation** announcements are available by on-line access from the U.S. Small Business Administration, **SBIR**, 1441 L Street, N. W., Washington, D.C. 20416. To access the SBA on-line Bulletin Board, dial 1(800)697-4636. To access this information via Internet, the INTERNET address is: **Telnet SBAONLINE.SBA.GOV**.

“Proposal Preparation for Small Business Innovation Research (SBIR)”

Order from U.S. Small Business Administration, **SBIR-TI**, P.O. Box 15434, Fort Worth, TX. 76119.

“Handbook for Small Business: A Survey of Small Business Programs of the Federal Government”

Contains information on Government-sponsored loans and financial guarantees, management and technical assistance and programs, Government purchasing and sales programs, grants, and entering the world trade markets. Outlines design of Federal programs, describes each program, and indicates how and where further information can be obtained. For sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 (Stock No. 052-071-00680-0),

“A Guide for Private Industry”

Tells how to obtain information regarding specifications and standards from the DoD Single Stock Point for Specifications and Standards. Available from the Naval Publications and Forms Center, 5801 Tabor Avenue, Philadelphia, PA. 19120.

AIDS FOR SMALL BUSINESSES

“Small Business Specialists”

On a nationwide basis, lists DoD specialists by name, location, and phone number. For sale by the Superintendent of Documents, U.S. Government Printing **Office**, Washington, D.C. 20402. The DoD reference number is DoD 4205.1-H.

“Defense Contracting Regulations, A Guide for Small Business, Small and Disadvantaged Business, and Women-Owned Business”

This book explains the basic rules and regulations which small firms should know to compete for DoD contracts. Available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. The DoD reference number is DoD 4205. I-G.

“Procurement Automated Service System (PASS)”

The PASS collects key data about small businesses interested in becoming federal prime contractors or subcontractors. To be listed in the PASS, contact nearest SBA office for SBA Form 1167. Registration in PASS is free.

“Management Aids”

Short papers providing specific guidance on various topics.
Available from nearest SBA office.

“A Handbook for DoD and Small Business: Forging a Partnership Through EDI”

The purpose of this handbook is to acquaint small business with the concepts of electronic data interchange (EDI) and how EDI will be used in the future by the Department of Defense to conduct business. The handbook introduces the reader to EDI, discusses how and why EDI is used in business, and explains what is needed to start using EDI in a small business. Available for purchase from the National Technical Information Service, (703) 487-4650.

“Department of the Army’s Electronic Capabilities”

The **SACONS-EDI** provides a listing of available requests for quotations; capability for business firms to quote and for the buying offices to award electronically; and notices of successful offers. To get more specific information regarding hardware/software requirements, contact: **CACI**, telephone 1-(800) 752-5215. **SACONS-EDI** is used by many of the Army’s base operating procurement offices and medical centers.

“Department of the Navy’s Electronic Capabilities”

Procurement information is now available in an electronic format on the Department of the Navy (DON) Acquisition Bulletin Board. Users access the bulletin board through a computer and modem utilizing their own communication **software** package (300-14.4K baud supported). There is no charge associated with using the bulletin board beyond the cost of the telephone call. The (modem) telephone number is 317353-3413.

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The Acquisition Bulletin Board actually contains two separate bulletin boards. The first, the DON MARKETING BULLETIN BOARD, will help prospective suppliers determine which services are being purchased at Navy and Marine Corps contracting centers located throughout the United States. The second, the LONG RANGE ACQUISITION ESTIMATES (LRAE) BULLETIN BOARD, contains the Department of the Navy's Procurement Forecast for each Fiscal Year. Users access both the Marketing Bulletin Board and the LRAE Bulletin Board from the telephone number above.

Technical assistance for bulletin board users will be provided on-line by the System Operator (SYSOP). Other software related inquiries should be FAXED to the System Administrator, Marquette Johnson: (317) 353-3583.

"Department of the Air Force's Electronic Capabilities"

The Long Range Acquisition Estimate (LRAE) planning tool lists buying activities, amounts, projected dates for Requests for Proposals, award dates, points of contact and details on formulating marketing strategies.

LRAE contains over two thousand individual estimates (segregated into systems, logistics, research and development, and operational command requirements), and is available for downloading from the Air Force Small Business Bulletin Board (AFSB3) which can be signed onto by calling 1 (800) 638-9636.

AFSB3, is the first electronic small business outreach and counseling service. With this system, small businesses can identify all Air Force activities, with a description of what they buy, current contacts, addresses and telephone numbers. An E-mail capability between all users and counselors is available, as is an extensive electronic library for downloading reference and training materials. Real-time conferences are conducted with recognized experts on marketing specific activities and on areas of special interest.

For further information on accessing the new electronic LRAE and AFSB3 through GENIE, call 1 (800) 638-9636. To sign up by computer, the communication software must be set for half duplex (local echo) at 300, 1200 or 2400 baud. Dial 1 (800) 638-8369 and enter HHH upon connection. At the U# prompt, enter AFSB3, then press RETURN. While nominal hourly computer server fees are involved, most small businesses can access GENIE with a local telephone call.

For more information, contact Air Force Public Affairs at (703) 695-0640.

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